L-com® Global Connectivity

Wired and Wireless Connectivity Products

Agenda

- Introduction
- Overview of L-com
- Product Portfolio
- Customers and Markets
- Launching L-com to your Customer Base

L-com designs, manufactures, and stocks standard and custom interconnect solutions

- Cable assemblies
- Amplifiers
- Connectors
- Surge protectors
- Adapters
- Enclosures
- Antennas
- Rack Systems

L-com's Unique Value Proposition

- Broad Innovative Product Offering
  - Immediate availability of custom and hard-to-find products
  - One-stop-shop for wired and wireless connectivity products
  - Over 8,800 Catalog SKUs
  - Rapid fulfillment of orders and quick turnaround on custom product designs
- Quality products:
  - Product reliability and performance is paramount; zero tolerance for product failure
  - Longstanding reputation for quality, availability, innovation and service
- Relentless commitment to serving the customer

Global Manufacturing with Regional Support

- Premier Global Operations & Organization
  - State-of-the-art manufacturing facilities in North America and China
  - Best-in-class operations and fulfillment capabilities
- Support
  - Dedicated Inside Sales Team
  - Industry experienced solutions based team of Outside Territory Managers
  - Superior Technical Support
  - Award winning Customer Service

Global Manufacturing Summary

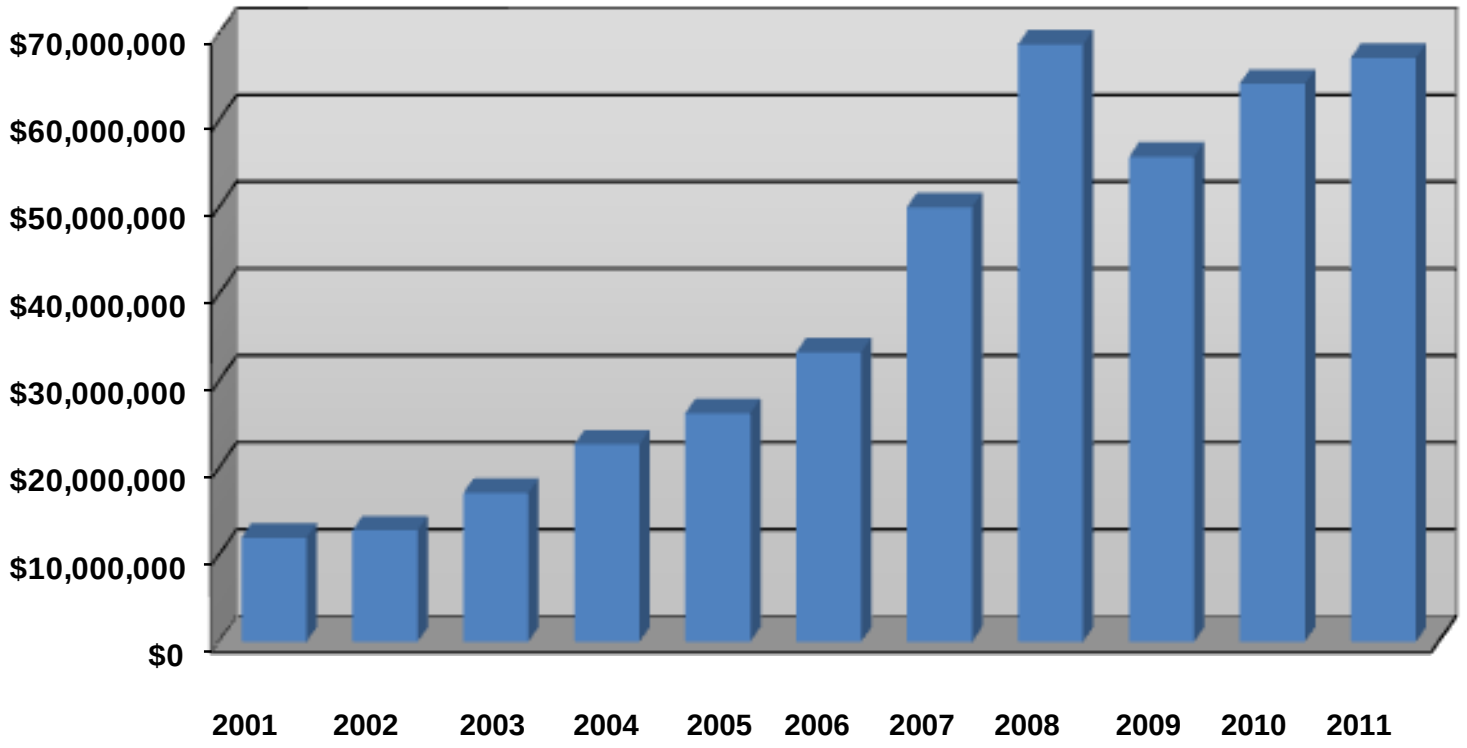
Facility Location	Product Focus: Wired (Small Run)	Product Focus: Wired (Long Run)	Product Focus: Wireless	Manufacturing Focus and Representative Products
Suzhou 2006 – Present 81,000 sq. ft.		✓	✓	**Higher volume wired products and targeted wireless opportunities** ▪ Data, Modular, USB, HDMI, Video ▪ Adapters and couplers ▪ Wireless products ▪ Custom products
North Andover 1982 – Present 11,000 sq. ft.	✓			**Lower volume wired products** ▪ Local quick-turn standard and custom cable products ▪ Quick-turn fiber-optic cable assemblies ▪ Rack panel products ▪ Emergency replenishment of stock-outs for Suzhou non-molded cables
Boca Raton 2007 – Present 27,500 sq. ft.			✓	**Wireless products** ▪ RF amplifiers, lightning protectors, signal splitters ▪ Antenna products ▪ Peripheral products including cabling and mounting hardware ▪ NEMA enclosures ▪ RF low-loss coaxial assemblies

On-going Growth Initiatives

Expand Product Portfolio	• More products to sell and meet existing and future customer needs • 2,493 new products in 2012 catalog	**Leverage Custom Capabilities**	• Be the “go-to” solution provider • Quick turn on critical custom designs • Superior “Time to Market” response
Expand In-House Manufacturing	• Provide improved quality and product lead-time at a lower cost. • Increase ownership over design process and quality control	**Distribution**	• Expand relationships and inventory position with strategic partners • Engage with additional Distributors to fill gaps in geographic and industry coverage
Accelerate Sales in China and International Markets	• Achieved several notable customer wins in China to-date • Engage with additional Distributors to fill gaps in geographic and industry coverage	**Acquisitions**	• Acquisitions will continue to provide L-com with significant synergistic opportunities to be the one stop shop source for wired and wireless products

A History of Revenue Growth

Annual Sales



19% CAGR from 2001-2011

Comprehensive Product Portfolio

Wired Connectivity	Wireless Connectivity	Industrial Networking
Broad range of products for the communications and technology, defense, industrial and medical markets	Broad range of products strengthened through the acquisition of HyperLink in 2007	Consists of network equipment, conversion equipment, power products and test equipment related products
Continuously expanding product line 2,063 SKUs in 2006 5,521 SKUs in 2012	Continuously expanding product line 2,005 SKUs in 2006 2,822 SKUs in 2012	Rapidly growing segment
58.0% of Net Sales in 2011	36.3% of Net Sales in 2011	5.7% of Net Sales in 2011

Differentiated Product Offering

- **One of the broadest lines of readily available stock, hard-to-find and custom wired and wireless connectivity products in the industry**
- **More than 8,800 SKUs across two primary wired and wireless product segments and 16 product categories**
- **Product portfolio characteristics:**
  - Highly reliable and performance that often exceeds requirements
  - High level of availability, including niche and hard-to-find products
  - Custom capabilities and technical expertise to provide optimal connectivity solutions
  - Conformance to standards, from both product and manufacturing process perspectives

High Performance Industry Standard Products

Cat 5E, 6 & 6A Patch Cables

Fiber Patch Cables

Serial Transmission Cables

USB Cables

Low-Loss 50 Ohm RF Cables

Wireless RF Antennas

Coaxial Surge Protectors

Unique Standard Products

Right Angle Cat5E & 6 Cables

Right Angle Cat5E Couplers

T1 Balun Rack Panels

ECF Style USB Adapters

Right Angle D-Sub Adapters

Unique Enclosures

Surge Protectors

Dual Polarity MIMO Panel Antennas

Custom Products

HBM Somat Cables

HBM Somat Cables

Telco to RJ45 Sub-Panel

Sealed Cat5E Cover

Comrex USB Interface

Custom Angled Cables

The End-to-End Connectivity Solution Provider of Choice: Industry Applications

Military Shipboard

- Video Communications
- COTS products and materials
- High quality requirements

Corporate IT Infrastructure

- Campus environment connectivity
- High performance and reliability
- Secure and flexible mounting

Security

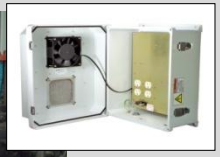
- Wireless surveillance communications
- Extreme temperature requirements

Aerospace / Transportation

- In-flight entertainment control
- Space saving designs
- Close-quarter requirements

Law Enforcement

- Mobile command, control and communication systems
- Integrated audio/ video and data solutions



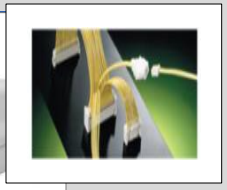
Industrial Control and Process Control

- Harsh environment
- Secure mounting of mission-critical equipment

The End-to-End Connectivity Solution Provider of Choice: OEM Applications

Comrex Video Broadcast

- Specialized rigid flex assembly for wireless connectivity



Pelco Camera

- Specialized cable and harness for internal use

Siemens Medical

- Specialized flexible and double shielded Cat5e cable

Zoll Defibrillator

- Specialized USB cable for data collection

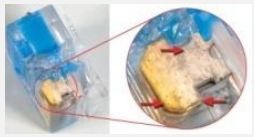
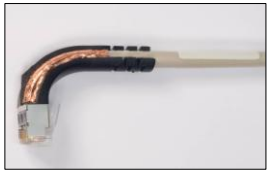
Bally Video Gaming

- Multiple video cables for gaming system displays and data I/O

Keithley

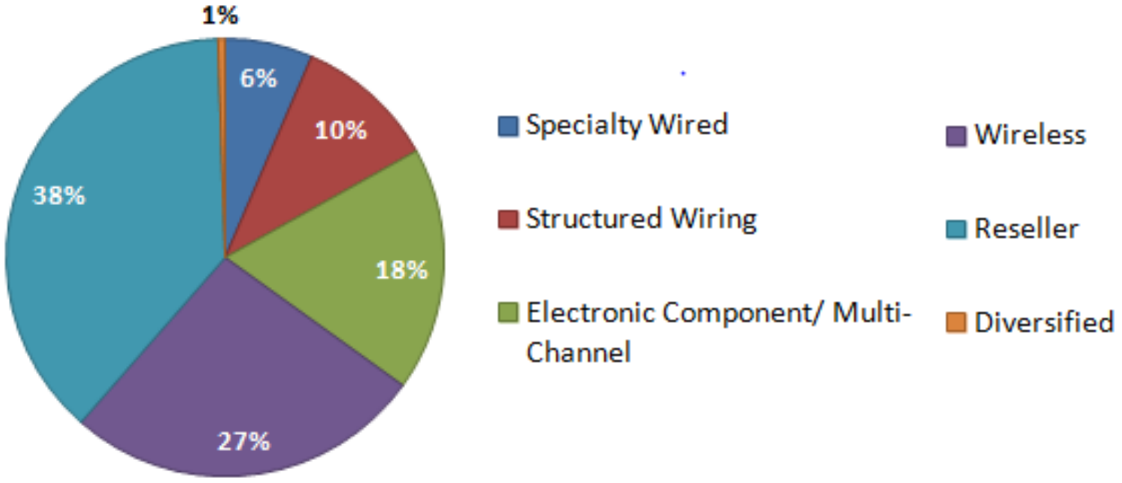
- IEEE 488 cable and adapters used for semiconductor testing systems

Technical / Quality Differentiators

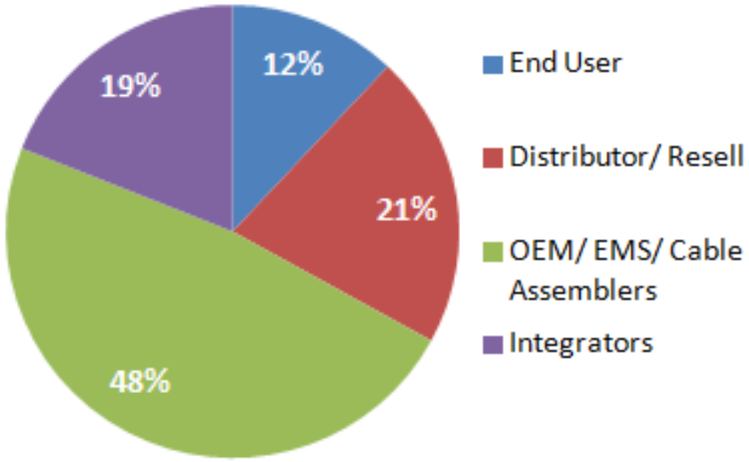
L- com Product	Competitor Product	"Competitive" Product Shortfalls vs. L-com
		• Copper clad aluminum / steel (vs. solid copper) • Dissimilar electrical properties affect performance • Inexpensive; customers often not aware of quality shortfalls until educated
		• Mold has a similar appearance, but "looks are deceiving" • Poor shielding manufacturing process adversely affects the video quality of this cable • Poor processes often indicate inferior materials and weak quality
		• Gold Flash vs. 50 micron gold plating • Contact material will break down over time • Poor electrical characteristics translate to poor performance
		• Inferior design; crimped bend does not meet TIA standard for minimum bend radius • Electrical performance is marginal, at best • L-com's product provides a superior level of performance

2011 Revenue

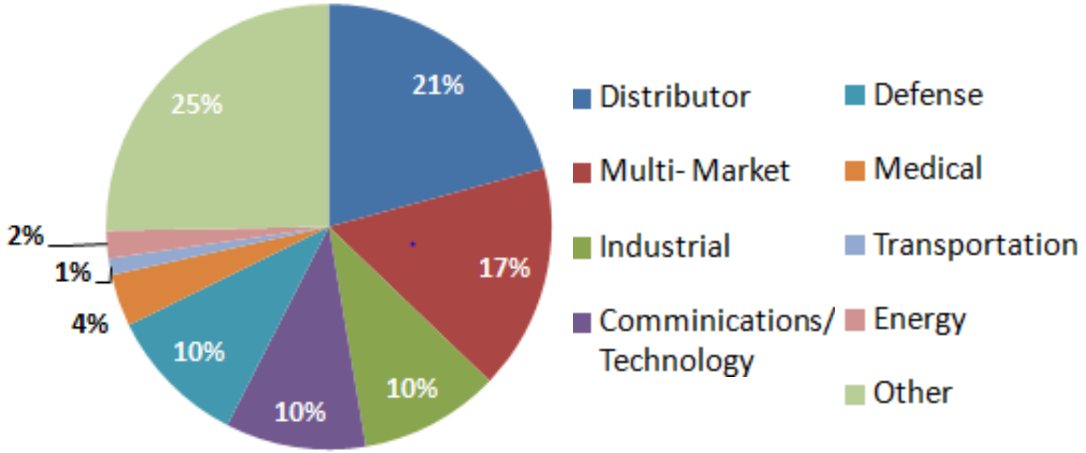
Distributor Type



Customer Type



End Market Type



North America Distribution Channel

Newark

ALLIED ELECTRONICS®

GraybaR
works to your advantage

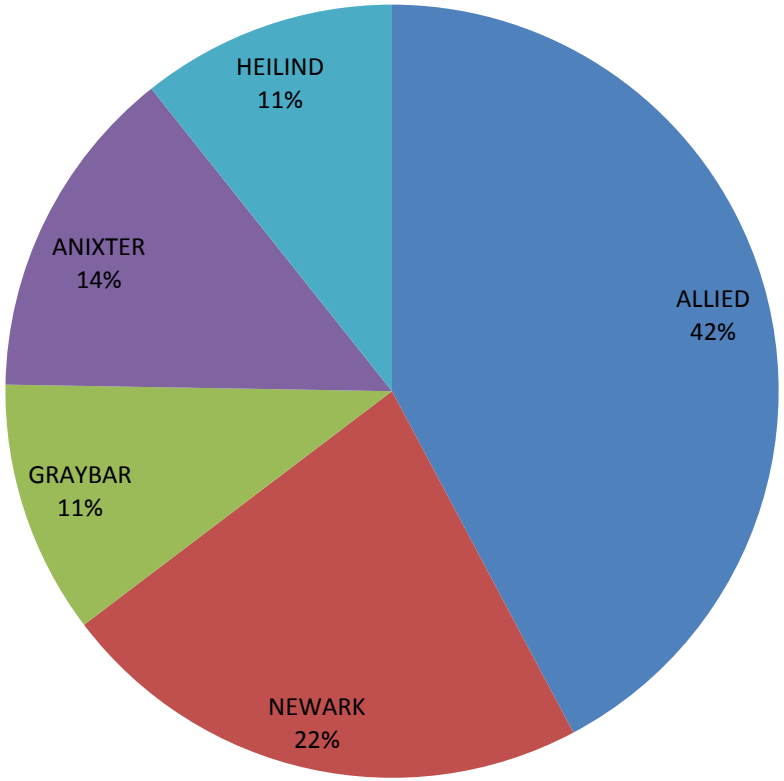
HEILIND
Performance. Trust. Innovation.

Genie™ Group

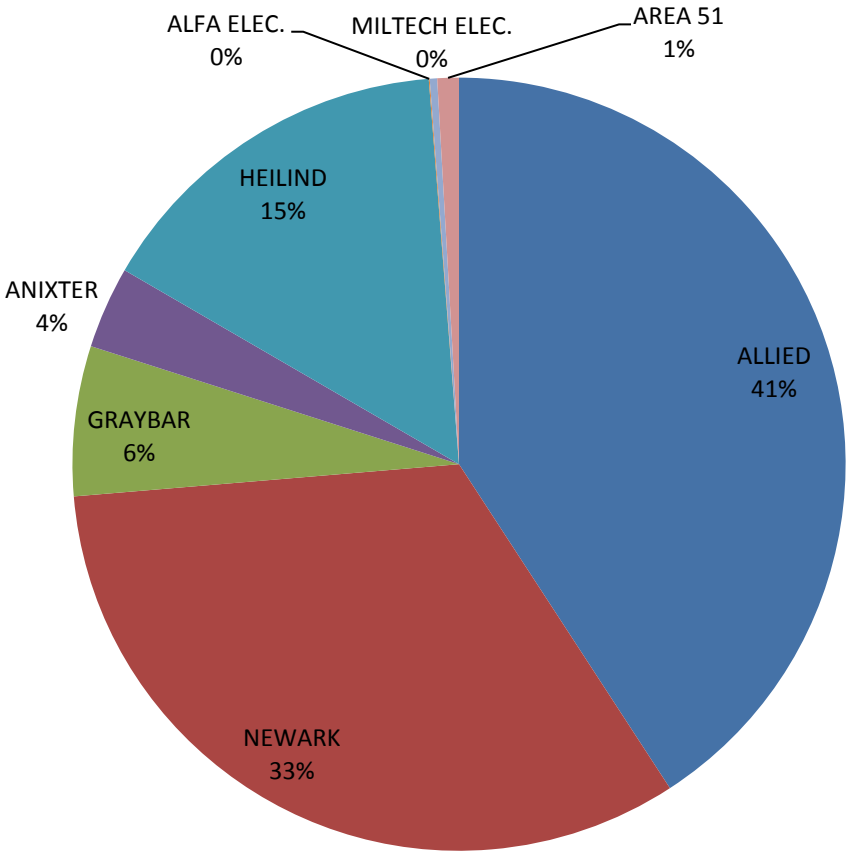
alfa ELECTRONICS
A Certified WBENC Corporation

AREA 51 - ELECTRONICS

2011 NA MARKET SHARE



2012 NA MARKET SHARE



Premier Global Customer Base

Customer Driven Go-to-Market Strategy

Engineering-Driven Sale	Work with the engineering and technical staff to provide the right product solution for the customer's application
Approved Supplier Designations	Achieve approved supplier status to continually build long term relationships
Trust is Critical	High quality and performance are paramount
Need Product Availability and Post-Sale Support	Provide product when needed and as specified through the customer's purchase channel of choice
Reacts to Multi-Channel Sales & Marketing	Remain the "Top of Mind" with customers as the brand of choice for wired and wireless connectivity solutions
Price does not drive the Purchase Decision	Connectivity is typically a small part of overall system cost

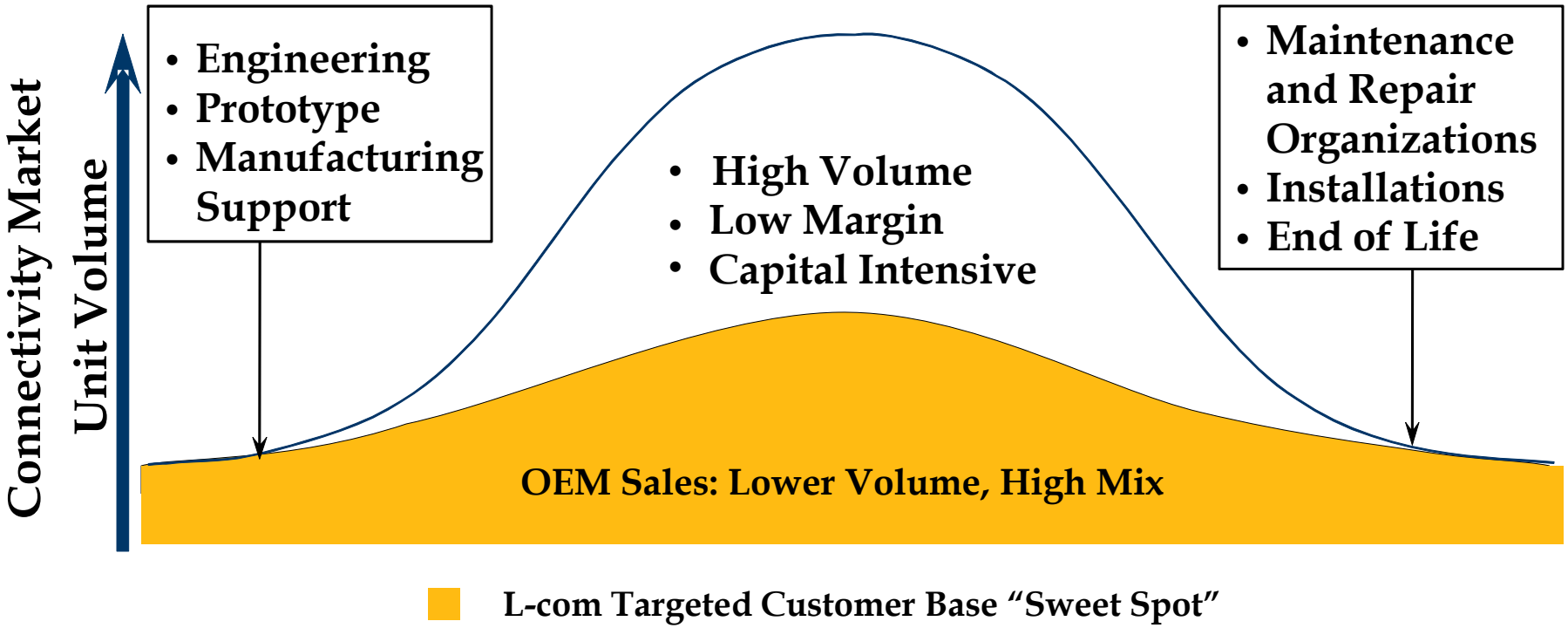
Wired Competitive Analysis

Company name	Audio Video	D-Subminiature	Fiber Optics	Data I/O	IEEE-488	Telecom/Modular	USB	Custom
L-com	◕	◕	◑	◑	●	◕	◕	◑
Allen Tel	◔	◔	◔	○	○	◑	○	◔
Amphenol- Cables on Demand	◑	◔	◔	◔	◔	◑	◑	◔
Belkin	◑	◔	◔	◔	○	◑	◔	○
Black Box Corp	◑	◑	◑	◔	◔	◑	◔	◔
C&M Corp.	○	○	○	○	○	○	○	◕
Cable Mfg & Assy Co Inc	○	○	○	○	○	○	○	◑
Cables Plus USA	◔	◔	◑	◔	○	◑	◔	◑
Cables To Go	◕	◑	◕	◑	○	◑	◑	◔
Cables.com / Datacommcables.com	◑	◔	◑	◑	○	◑	◑	◑
Carrio Cabling	◔	◔	◔	◔	○	◔	◔	◕
Control Cable	◔	◔	◑	◔	◔	◑	◔	◑
Corning Cable Systems	○	○	●	○	○	○	○	○
Cypress Industries	◔	◔	◔	◔	◔	◔	◔	◑
Fiberoptics Technology Inc	○	○	◕	○	○	○	○	◔
FIS	○	○	◕	○	○	○	○	◔
Lan Shack	○	○	◑	○	○	◑	○	◕
Lodan Electronics	◔	◔	◔	◔	○	◔	○	◑
Markertek	●	○	○	○	○	◔	◔	○
MilesTek	◑	◔	◑	○	○	◑	◔	◑
Monster Cable	◕	○	○	○	○	○	○	○
Ortronics	◔	○	◕	○	○	●	○	○
Panduit	○	○	●	○	○	◔	○	○
PI Manufacturing	◑	◔	◔	◔	○	◑	◔	◔
Shaxon Industries	◑	◑	◔	◔	○	◔	◔	◑
Siemon Corp	○	○	◑	○	○	●	○	◔
Signamax	○	○	◔	○	○	◕	○	◔
Stonewall Cables	◔	◔	◑	◔	○	◑	◔	◑
Timbercon	◔	◔	◕	◔	○	◑	◔	◕
Winchester	◔	◑	◔	◑	○	○	○	◑

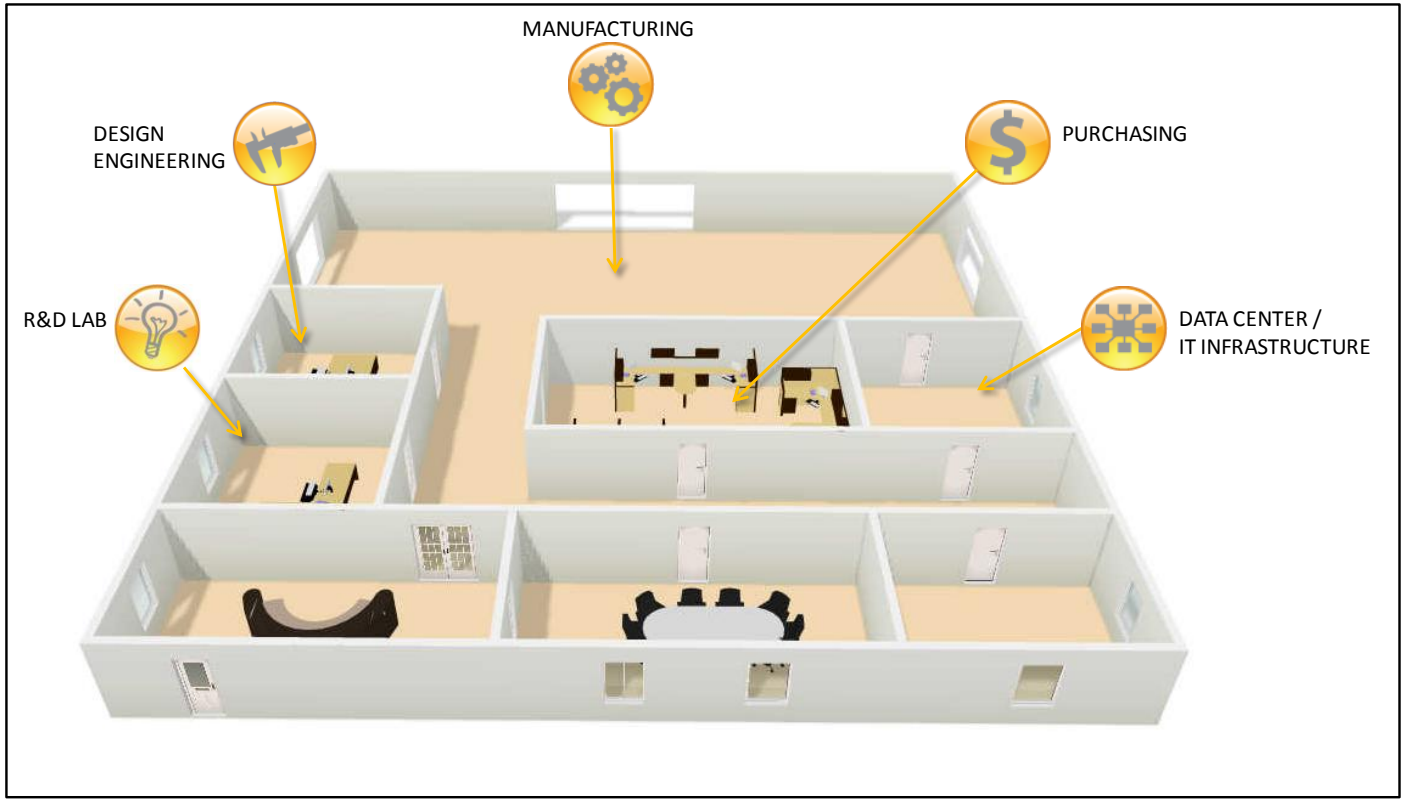
Wireless Competitive Analysis

Company name	Antenna	Coaxial Cables and Associated Product	Industrial Enclosure	Lightning Protection	Power Over Ethernet	Radio	RF Amplifier
L-com	◕	◕	◕	●	◑	◔	●
Alcon	◔	○	○	○	○	●	◑
Alltec	◔	○	○	●	○	○	○
Atlantic Scientific	○	○	○	●	○	○	○
Citel	○	○	○	●	○	○	○
Cushcraft	◑	○	○	○	○	○	○
Engenius	○	○	○	○	○	●	○
Hammond Manufacturing	○	○	●	○	○	○	○
Hoffman	○	○	●	○	○	○	○
Homaco	○	○	●	○	○	○	○
Laird	◕	○	○	○	○	○	○
Luxul	◑	◔	○	○	◔	◕	◔
Pasternack	◑	●	○	○	○	○	◑
Pomona	○	●	○	○	○	○	○
Radio Labs	◑	◑	○	○	○	○	◑
RF Industries	○	◕	○	○	○	○	○
RF Linx	○	◑	○	◔	○	○	◕
RF Logic	○	●	○	○	○	○	○
Sparco Technologies	◕	◑	◔	◑	◑	○	◔
Tessco	◑	○	○	◑	○	◕	○
Transtector	○	◑	○	●	○	○	○
Ubuiquiti	◔	○	○	○	○	●	○

L-com's Customer Focus



Customers Within a Customer



- Distribution Program
  - Tools
    - Distribution Master Catalog
    - Flip Book
    - Access to tools for web sites
      - » Pricing
      - » Photographs
      - » Drawings
      - » Data Sheets
    - Application Brochures for Wired and Wireless Solutions
    - Dedicated Inside Sales Team
    - Outside Territory Manager Support
    - Dedicated Distribution Manager

Trust L-com to Meet Your Customer's Most Demanding Connectivity Requirements

Broadest Offering of Innovative Wired and Wireless Connectivity Products

Rapid Fulfillment of Standard and Custom Products

Award Winning Customer Service

Product Performance and Quality that reliability meets your customers most stringent requirements